



*Learn what the numbers really mean!*

# FINANCIAL STATEMENTS FOR LAWYERS

Back by demand!  
**JOE NOVELLO**  
CPA, MBA

**Thursday, December 8, 2016**

**Live in-person**

**1:00 pm – 4:00 pm (Eastern)**

Global Knowledge Training Centre  
2 Bloor St. E., 31<sup>st</sup> Floor • Toronto

**Live webcast on your computer**

**with free 30 day replay\***

10:00 am – 1:00 pm (Pacific)

11:00 am – 2:00 pm (Mountain)

12:00 pm – 3:00 pm (Central)

1:00 pm – 4:00 pm (Eastern)

2:00 pm – 5:00 pm (Atlantic)

*This webcast allows for live interaction between attendees and the presenter, including the ability to ask questions by web chat, and receive live answers by video. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.*

## WHO SHOULD ATTEND

This fun, practical half-day course is designed for lawyers new to financial statements, or in need of a refresher. Litigators and transactional lawyers alike will benefit from attending.

## ABOUT THE PROGRAM

Having a basic knowledge of financial statements is crucial for every well-rounded lawyer. The more you understand about financial statements, the better you'll be able to counsel clients with confidence, and use your financial understanding to your client's advantage during negotiations or litigation. Attend this course with CPA, MBA Joe Novello and learn the fundamentals needed to understand and interpret financial statements encountered in day-to-day business, family or estates law, or general civil litigation practice. Developing a working knowledge of financial statements will also help principals of smaller law firms better understand their own financial performance, and better manage their practice.

## SCHEDULE (EASTERN)

**1:00 - 2:30**

**Introduction and Overview**

**Foundations of Modern Accounting and the Basic Equation of Finance**

**Financial Statements**

- Balance sheets
- Income and cash flow statements
- Notes to financial statements

2:30 - 2:45 *Break*

**2:45 - 4:00**

**Financial Statements (cont'd)**

- Notes to financial statements
- Statement of changes in equity
- Management discussion and analysis
- Auditor's report

**Introduction to Key Ratios and Analysis of Financial Statements**

- Evaluation tools to get behind the numbers: growth, liquidity, solvency and profitability

**4:00 Wrap up and Program Evaluation**

## PRAISE FROM PAST ATTENDEES:

- "Very impressed with Joe's financial acumen and his ability to share that knowledge with non-financial people."
- "What a great program. Joe was entertaining and totally committed."
- "Really good...Explanations and examples made the materials easy to understand."
- "Excellent speaker and materials. Useful far beyond the practice of law."
- "Very useful seminar, good slides, easy to understand. Shows what a big difference a good teacher can make."



**ON:** This program contains 3.0 Professionalism hours

**BC:** This program has been approved for 3.0 CPD hours, including up to 0.5 hours of professional responsibility and ethics, client care and relations, and/or practice management

**SK & NB:** This program has been approved for 3.0 CPD hours

Lawyers in all other mandatory CPD jurisdictions may count their actual attendance at the program towards their CPD requirement.

## MEET YOUR PRESENTER



**Joe Novello** began his career in accounting and management consulting at Ernst & Young in New York City. He obtained his CPA license in New York and his MBA in Finance from New York University. Joe's vast experience

was gained with American and international Fortune 500 companies as Controller, CFO and in other positions. Since founding the Financial Training Organization in 2010, Joe has presented his finance programs to hundreds of lawyers through bar associations in 13 U.S. states and Canada. His goal is to share an easy-to-understand approach that will make dealing with a client's financial matters more manageable.

Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Upper Canada, and a pre-approved CPD Provider of the Law Society of British Columbia.

## ✓ Yes, I want to attend **FINANCIAL STATEMENTS FOR LAWYERS**

**Choose your learning format:**  Live in-person **OR**  Live webcast with replay\*

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\* Materials will be distributed electronically in advance. Live webcast includes free video replay for up to 30 days after the program. Replay link will be made available 2 to 3 working days after the program. Webcasts cannot replicate the quality or rich interaction of in-person attendance.

### REGISTRATION FEE (with ON HST\*):

**On or before November 10, 2016: \$350.00 + \$45.50 (13%) HST\* = \$395.50 - Save \$40.00!**

**After November 10, 2016: \$390.00 + \$50.70 (13%) HST\* = \$440.70**

*\*If paying by cheque, adjust tax for attendee's province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in NB, NL, ON. 14% in PEI. 15% in NS.*

**Register online:** <http://seminarpartners.ca/register-for-courses/>

**Register by mail, fax or phone:** Return this form with payment to Jennifer Snoyer, Finance and Communications Coordinator, Seminar Partners, 110 Eglinton Ave. W., Suite 303A, Toronto, ON M4R 1A3 Tel. 1.866.606.4212 or 647.352.8633 Fax 647.352.8533. Email: [jennifer@seminarpartners.ca](mailto:jennifer@seminarpartners.ca). Registration fee is refundable less \$50 admin fee if written cancellation received 10 working days before the program. No refunds will be made after the cancellation date. Program content, speakers and location may change without notice. See our website for all policies. In the event of program cancellation, our liability is limited to refund of registration fees. GST/HST #848208492

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